

Message Text

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PAGE 01 TUNIS 03482 130815Z

ACTION EB-08

INFO OCT-01 NEA-11 ISO-00 CCO-00 PASO-00 /020 W

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P R 121650Z MAY 78

FM AMEMBASSY TUNIS

TO SECSTATE WASHDC PRIORITY 1099

INFO USDOC WASHDC

UNCLAS TUNIS 3482

E. O. 11652: N/A

TAGS: BPRO, BTRA TS

SUBJ: GATEWAY PROPOSAL FOR SALE OF MACK TRUCKS FOR GATEWAY
OVERSEAS

TO: MR. ARTHUR P. ISMAY, EXECUTIVE VICE PRESIDENT

GATEWAY INTERNATIONAL COMPANY

GATEWAY ONE BUILDING - SUITE 131

DULLES INTERNATIONAL AIRPORT

WASHINGTON D.C. 20041

TELEX: 899486

1. UPON RECEIPT OF YOUR CABLES, WE ENQUIRED ABOUT STATUS OF YOUR TRUCK OFFER WITH MR. ABDELAZIZ LADJIMI, DIRECTOR OF GROUND TRANSPORT AT MINISTRY OF TRANSPORT AND COMMUNICATIONS. HE INFORMED US THAT MR. BENNANI HAD HANDED HIM YOUR OFFER ON MAY 3, DATE OF BID OPENING AND FIVE MONTHS AFTER BID DEADLINE SCHEDULED NOV 3, 1977. HE SAID THAT BECAUSE OF LATENESS, OFFER COULD NOT BE CONSIDERED.

2. WE ALSO PERSONALLY CALLED ON SOCIETE TUNISIENNE DE L'INDUSTRIE AUTOMOBILE (STIA), GOVERNMENT-CONTROLLED COMPANY WHICH ASSEMBLES MOTOR VEHICLES IN ITS PLANT AT SOUSSE, 90 MILES SOUTH OF TUNIS. MR. BECHIR LAJIMI, THE TECHNICAL DIRECTOR, SAID STIA IS INTERESTED IN (AND
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HAS ISSUED CALL FOR BIDS FOR A 5-YEAR CONTRACT WITH TRUCK MANUFACTURERS TO ASSEMBLE 1000 TRUCKS PER YEAR, 200 OF WHICH TO BE OF 15 TONS CAPACITY. STIA IS CURRENTLY ASSEMBLING 400 BERLIET TRUCKS A YEAR (10, 12 AND 15 TONS), AND 400 FORD UK TRUCKS A YEAR IN ADDITION TO 6,300 PASSENGER CARS AND SMALL VANS. LAJIMI SAID THAT IF MACK IS INTERESTED IN HAVING THEIR TRUCKS ASSEMBLED, THEY SHOULD PROMPTLY

TELEX AND HE WILL SEND THEM SPECIFICATIONS,
(TELEX NUMBER OF STIA/ 12001 TN). (WE MENTIONED THIS TO
MR. TAILARDOT WHO CALLED ON US MAY 12 WITH MR. BENNANI.)

3. WE LOOK FORWARD TO MEETING WITH MR. BUMGART DURING
HIS FORTHCOMING VISIT TO TUNISIA AND TO EXTEND TO HIM
WHATEVER ASSISTANCE HE MAY REQUIRE.
BEST REGARDS,

HARRY MONTGOMERY,
ECONOMIC/COMMERCIAL COUNSELOR
AMERICAN EMBASSY,
TUNIS, TUNISIA.
MULCAHY

NOTE BY OC/T: PASSED ABOVE ADDRESSEE.

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